

# Bill Clarkson, Broker

ERA Golden Hills Brokers

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## Marketing Report: San Ramon

For the Week Ending: Friday, March 2, 2007

|            |                   |   |
|------------|-------------------|---|
| <b>233</b> | <b>Homes Sold</b> | <b>*Estimated Marketing Days to Sell inventory at current sale rate</b> |
|------------|-------------------|---|

|                                   |            |           |
|-----------------------------------|------------|-----------|
| <b>Pending Sales</b> last 10 days | <b>32</b>  | <b>73</b> |
| <b>Pending Sales</b> last 20 days | <b>83</b>  | <b>56</b> |
| <b>Pending Sales</b> last 30 days | <b>111</b> | <b>63</b> |

| <b>Price Range Trends</b> | <b>Active Listings</b> | <b>Homes sold in the last 30 Days in each range</b> | <b>*Estimated Marketing Days to Sell inventory at current sale rate</b> |
|---------------------------|------------------------|---|---|
|---------------------------|------------------------|---|---|

|                            |    |    |     |
|----------------------------|----|----|-----|
| Up to \$600,000            | 53 | 18 | 88  |
| \$600,001 to \$750,000     | 49 | 31 | 47  |
| \$750,001 to \$900,000     | 39 | 25 | 47  |
| \$900,001 to \$1,050,000   | 26 | 19 | 41  |
| \$1,050,001 to \$1,300,000 | 28 | 11 | 76  |
| \$1,300,001 Plus           | 38 | 7  | 163 |

\* Time required to sell current inventory at Pending Sale rate

### Notes:

\*\* Three good weeks in a row. Inventory is NOT increasing, and sales over the last 30 days are great (Market turnover time is just 63 days, a very health sign). The middle price ranges are the strongest, averaging under 47 days to turn the inventory over.